



2023 Multifamily Energy Efficiency Program Overview

January 31, 2023

Thank you for joining, the presentation will begin shortly.

Agenda

- 2022 Program Highlights
- 2023 Program Changes: Market Rate and Income Qualified
- Multifamily Contractor Website
- Contractor Application Submission Portal
- Program Outreach Team

The logo for DTE Energy, featuring the letters "DTE" in a bold, dark blue, sans-serif font. To the left of the text is a stylized sunburst graphic composed of numerous thin, light gray lines radiating from a central point, forming a semi-circular shape.

DTE

2022 Program Highlights

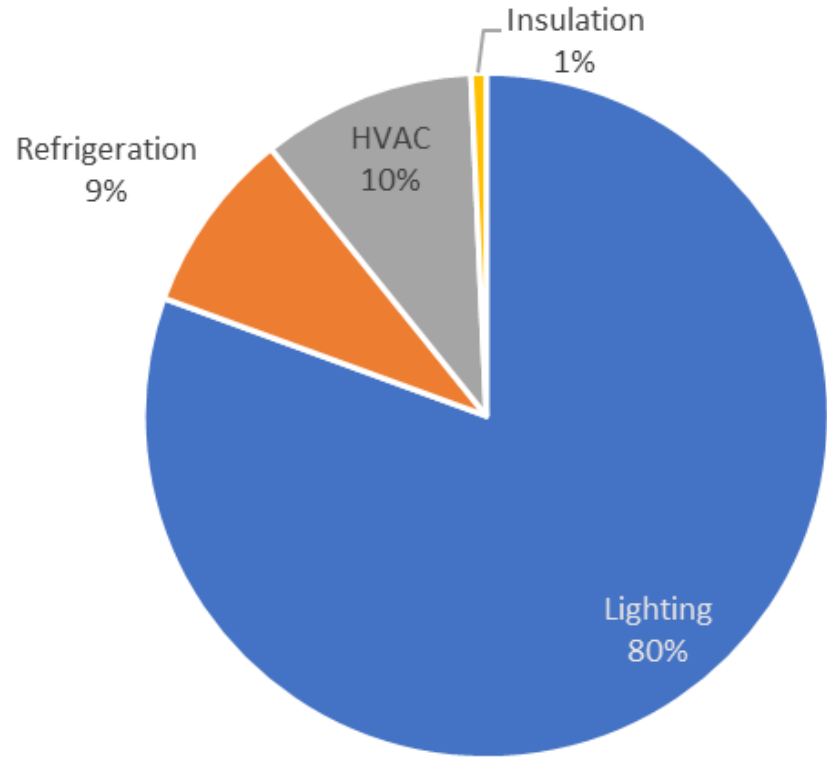
2022 Program Results

- MWh Saved: 11,394
- MCF Saved: 104,750
- 182 Total Multifamily Properties Served

2022 Participation by Technology

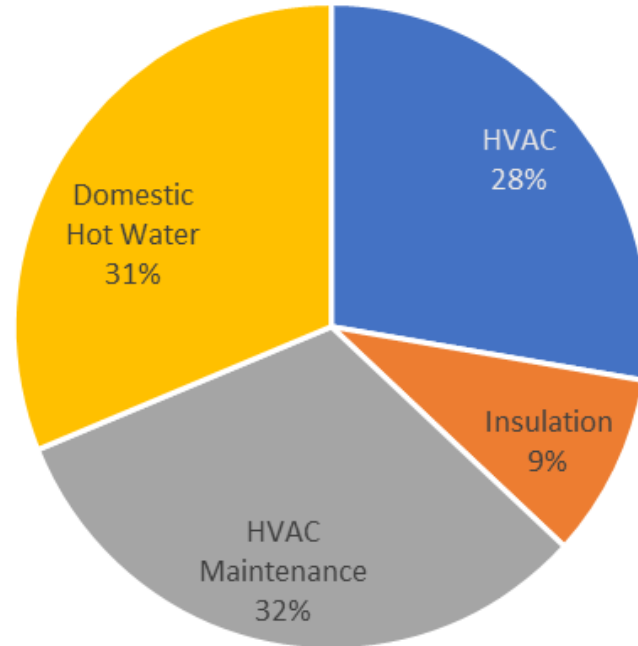
Electric Participation	
Lighting	80%
HVAC	10%
Refrigeration	9%
Insulation	1%

In 2023, DTE looking to capture more electric savings with heat pumps, which will be discussed later in this presentation.



2022 Participation by Technology

Gas Participation	
HVAC Maintenance	32%
Domestic Hot Water	31%
HVAC	28%
Insulation	9%





2023 Program Offerings

Income Qualified & Market Rate



DTE Multifamily Program Offerings

Increase your property value, reduce energy costs and make affordable energy-efficient upgrades.

Make improvements

No-cost energy assessment

An energy advisor will complete a walk-through of your building to assess what energy-efficient enhancements will work best for your property.

Free energy-saving products

Depending on your account type, you may be eligible for the following products at no cost to you:

- ENERGY STAR® certified LED light bulbs
- Energy-efficient showerheads
- Kitchen and bathroom faucet aerators
- Hot water pipe wrap
- Programmable thermostats

Earn incentives

Prescriptive/Custom incentives

The DTE Multifamily Program offers money back on upgrades to existing equipment located in individual units and common areas, including HVAC, interior and exterior lighting and water heating products. To learn more about next steps and available products, visit dteenergy.com/multifamily

Income-qualified incentives

The DTE Multifamily Program offers increased incentives for properties which meet income-qualified guidelines. For a detailed list of income-qualified and program incentives, visit dteenergy.com/multifamily

Start saving today with the
DTE Multifamily Program!

Call 866.796.0512

Email dtemultifamily@michiganefficiency.com

Visit dteenergy.com/multifamily

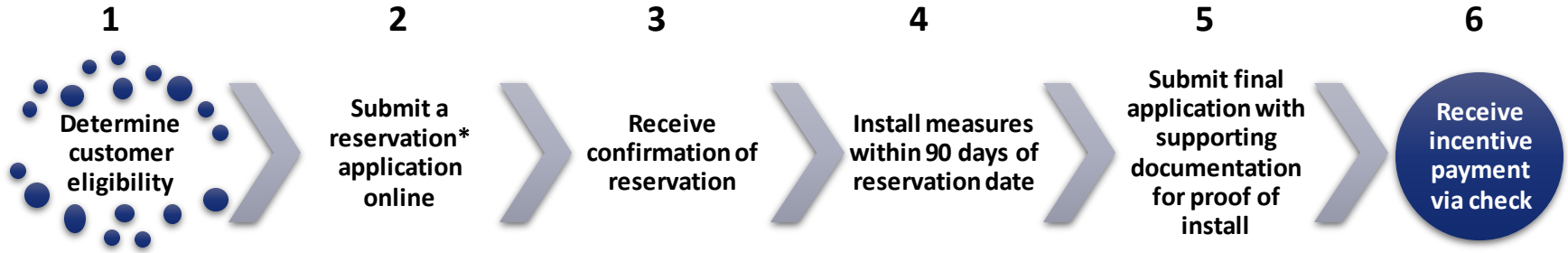
DTE



2023 Program Application/Catalog

Income Qualified & Market Rate

Incentive Application Process



*Prescriptive projects over \$1,000 and all custom projects require a Reservation Application prior to the start of any work

Continuing in 2023, Contractors will be required to record and submit measure quantities for each apartment unit and/or building with all Final Applications. Additional details regarding this requirement will be distributed by the DTE Multifamily Team.

Determine Eligibility

- Multifamily property must have DTE service and 3+ units under one roof
- Both new construction and existing buildings are eligible
- Income-Qualified (Must meet any of the 4 requirements)
 - Enhanced incentives offered
- Market-rate
 - Standard incentives offered

Income Qualified Customers

DTE Energy offers an Income Qualified (IQ) component as part of the Multifamily Program. The Income Qualified program is focused on energy savings for both subsidized and income qualified public housing multifamily properties by offering enhanced incentives and specialized services for this segment. An Income Qualified Multifamily property may be eligible to participate if they meet any one the following requirements:

1. Participation in an affordable housing program.

Automatic qualification for any property that can provide evidence of participation in a federal, state, or local affordable housing program, for example: LIHTC, HUD, USDA, MSHDA, local tax abatement for income qualified properties, etc.

2. Location in an income qualified Census Tract.

Location within HUD's annually published "Qualified Census Tracts". More information can be found at www.huduser.gov/portal/sadda/sadda_qct.html.

3. Rent roll documentation.

Submission of rent rolls documenting that the average rents charged by a particular property are affordable to households meeting HUD's definition of income qualified. Properties with average rental rates at or below 80% of local "Fair Market Rent" as published annually by HUD will be eligible to participate in the Income Qualified incentives.

4. Resident income information

Submission of resident income information showing that at least 50% of apartment units are rented to households meeting one of the following criteria:

- A. At or below 200% of the Federal Poverty Level
- B. At or below 80% of Area Median Income

2023 Application Required Information

Incentive Application

Customer must complete ALL information requested below and provide the required additional documentation to avoid delays in reservation or payment processing.

Who should we call with questions about the application? Customer Contractor

How did you learn about this incentive program?

Mailing Meeting Email Website Bill Insert Trade Ally/Contractor
 Print/TV Advertising Account Manager Event Other _____

Required Building Information

of Floors _____ | Year Built _____ | How many multifamily buildings are on the property _____ | Number of apartment units _____

Does the property or any of the residents living at this property receive rental subsidies? Yes No

Is this property publicly owned or privately owned? Publicly Owned Privately Owned

Do the residents living on this property own or rent their living unit? Own Rent Both

2023 Michigan Saves

Michigan Saves financing options for your customers will continue to be available in 2023

Incentive Application Checklist

This form MUST be included with any Reservation and/or Final Application.

Submittal Date _____ Property Name _____

Is this a Final Application? Yes No

Which Multifamily Program are you applying for? In-Office Common Area Income Qualified

Are you applying for low interest rate financing through Michigan Saves? Yes No

2023 Incentive Caps

2023 Program Year Incentive Limits and Minimums

Participation in the Program is subject to incentive limits as follows:

Market-Rate Customers

\$100,000 total incentives per property per year.

Minimum application amount is \$100.

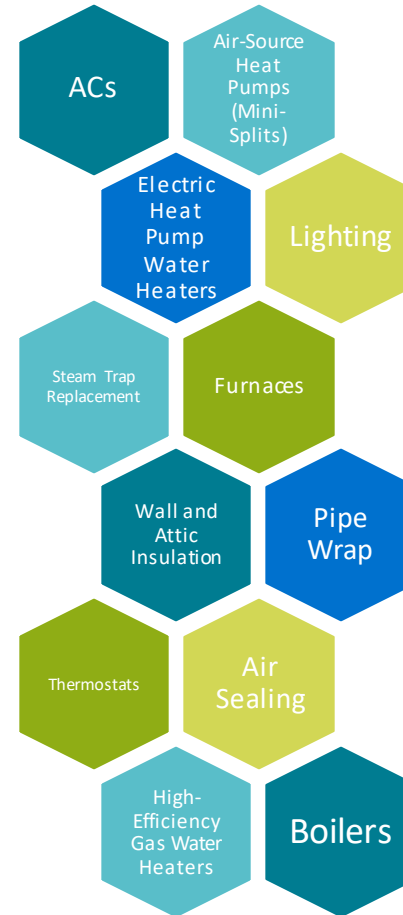
Income Qualified Customers

\$100,000 per property or \$2,000 per apartment unit, whichever is greater, per year. Properties pursuing incentives related to electric space heating will not be limited by an incentive cap.

Minimum application amount is \$100.

2023 Incentives Offered


- Gas and Electric
- New Construction and Existing buildings
- In-unit and Common Areas
- Prescriptive and Custom
 - Lighting
 - HVAC
 - Water Heating
 - Tune-ups
 - Insulation/Air Sealing
 - Miscellaneous (pipe wrap, doors/windows, etc.)



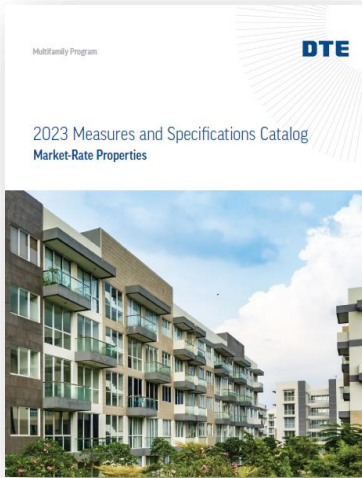
2023 Income Qualified Catalog Changes




Measures and Specifications	2022	2023	Change
Air-Source Heat Pump (Mini-Split)	\$3,500/ton	\$3,500/ton	New Construction is now eligible
Furnace Retrofit (Common Area)	\$1,000	\$1,900	Increase per furnace
Furnace Retrofit (In-Unit)	\$1,000	\$1,500	Increase per furnace
Building Envelope Air Sealing (Infiltration Reduction 30% or greater)		\$400 per 1,000 sf	NEW
Packaged Terminal Heat Pump (In-Unit)	\$700	\$750	Increase per
Packaged Terminal Air Conditioner (HVAC Electric -In Unit)	\$400	\$375	Decrease

IMPORTANT NOTE: Measures eligible for New Construction projects are indicated with 

2023 Market Rate Catalog Changes



Measures and Specifications	2022	2023	Change
Air Source Heat Pump (Mini-Split)	\$30/ton	\$350/ton	Increase
Furnace Retrofit (Common Area)	\$150	\$175	Increase
Steam Trap Repair or Replacement*	\$100	\$150	Trap
Packaged Terminal Heat Pump (In-Unit)	\$50/ton	\$75/ton	Increase
Attic Insulation		\$150 per 1,000 sf	NEW for market-rate
Wall Insulation		\$150 per 1,000 sf	NEW for market-rate
Duct Sealing		\$150 per 1,000 sf	NEW for market-rate
Building Envelope Air Sealing (Infiltration Reduction 20% or greater)		\$150 per 1,000 sf	NEW for market-rate

IMPORTANT NOTE: Measures eligible for New Construction projects are indicated with 

*Additional \$50 incentive available for Steam trap final applications submitted by June 1, 2023.

Performance Path

Custom Incentive Worksheet

Custom Worksheet Instructions

Reservation Application must be submitted BEFORE project begins

IMPORTANT NOTE: All custom projects require pre-approval prior to the start of work or purchase of equipment.

Use this information to help you complete your Custom Incentive Worksheet. Total Awarded Incentives are calculated at no more than 50 percent of the respective Measure Costs for electric and gas items. All custom incentive applications must include your energy savings calculations and supporting documentation.

1. Please use a separate item box for each custom measure. Write the corresponding Reference Number for each item on all specification sheets and invoices related to that specific item and attach to your Final Application.
2. **Before Retrofit and After Retrofit:** Please be as specific as possible. Include quantity, product type/name, make/model, size, wattage, etc.
3. **Current Energy Cost** (\$ per unit). Enter your current average energy cost for the existing equipment.

$$\text{Your current Natural Gas Costs} = \frac{\text{Sum of 12 consecutive monthly utility bills for natural gas (\$)}}{\text{Sum of natural gas used during the same 12 consecutive months as above (Ccf) x 1 Mcf/10 Ccf}}$$

$$\text{Simple Payback Period} = \frac{\text{Aggregate Measure Cost}}{(\text{Annual kWh Saved x Electricity Cost}) + (\text{Annual Mcf Saved x Natural Gas Cost})}$$

4. Enter your **Annual Electric Savings** by kWh. **You must provide supporting calculations.**
5. Enter your **Annual Natural Gas Savings** by Mcf. **You must provide supporting calculations.**
6. Determine your **Calculated Incentive** for each measure by multiplying the **Annual Electric Savings** by \$0.08/kWh and the **Annual Natural Gas Savings** by \$8.00/Mcf.
7. Next, enter the **Measure Cost**. Only include costs associated with the rebated energy savings measure. Internal labor costs cannot be included. Also, do not include any costs incurred to achieve non-energy-related project benefits. Measure cost information:
 - a) **For end-of-life equipment replacement measures:** the cost difference between equipment meeting program efficiency criteria and equipment meeting the minimum efficiency allowable by code or industry standard.
 - b) **For retrofit, early replacement and new technology measures:** the cost of new equipment, components and labor or materials replacing or added to existing equipment for the purpose of improving its energy efficiency.

Custom Incentive Worksheet

Reservation Application must be submitted BEFORE project begins

IMPORTANT NOTE: All custom projects require pre-approval prior to the start of work or purchase of equipment.

Please attach all equipment specifications to your Reservation Application before you submit for review. All custom projects must include detailed energy-savings calculations with new equipment model numbers.

Ref # CU-1 Location (department, area, etc.) _____

Description	
Before Retrofit	After Retrofit

Service	Unit	Current Energy Cost (\$ Per Unit)	Annual Savings (Units/Year) (A)	Incentive Rate (\$ Per Unit) (B)	Calculated Incentive (AxB)	Measure Cost	Simple Payback Period	Total Custom Incentive
Electric	kWh			\$0.08				
Natural Gas	Mcf			\$8.00				

$$\text{Electric Simple Payback Period must be } \geq 1 \text{ to } \leq 8 \text{ years} = \frac{\text{Electric Measure Cost}}{\text{Annual kWh Saved x Current Energy Cost}}$$

$$\text{Gas Simple Payback Period must be } \geq 1 = \frac{\text{Gas Measure Cost}}{\text{Annual Mcf Saved x Current Energy Cost}}$$

IMPORTANT:

The **Simple Payback Period** must fall within the electric or natural gas parameters to qualify for an incentive (see formulae above).

Total Awarded Incentives for each utility are capped at no more than 50 percent of the Total Measure Cost. If one utility does not qualify for an incentive, the other utility is capped at no more than 50 percent of the **Aggregate Measure Cost** for that utility. If you require assistance completing this section, contact our office.

2023 Deeper Retrofits and Weatherization

The Multifamily Program offers additional financial and logistical support for income qualified customers who are interested in deeper retrofits

NEW: The Program connects customers with contractors who have a contractor agreement on file

Contact your energy advisor if you are interested in bidding on these projects

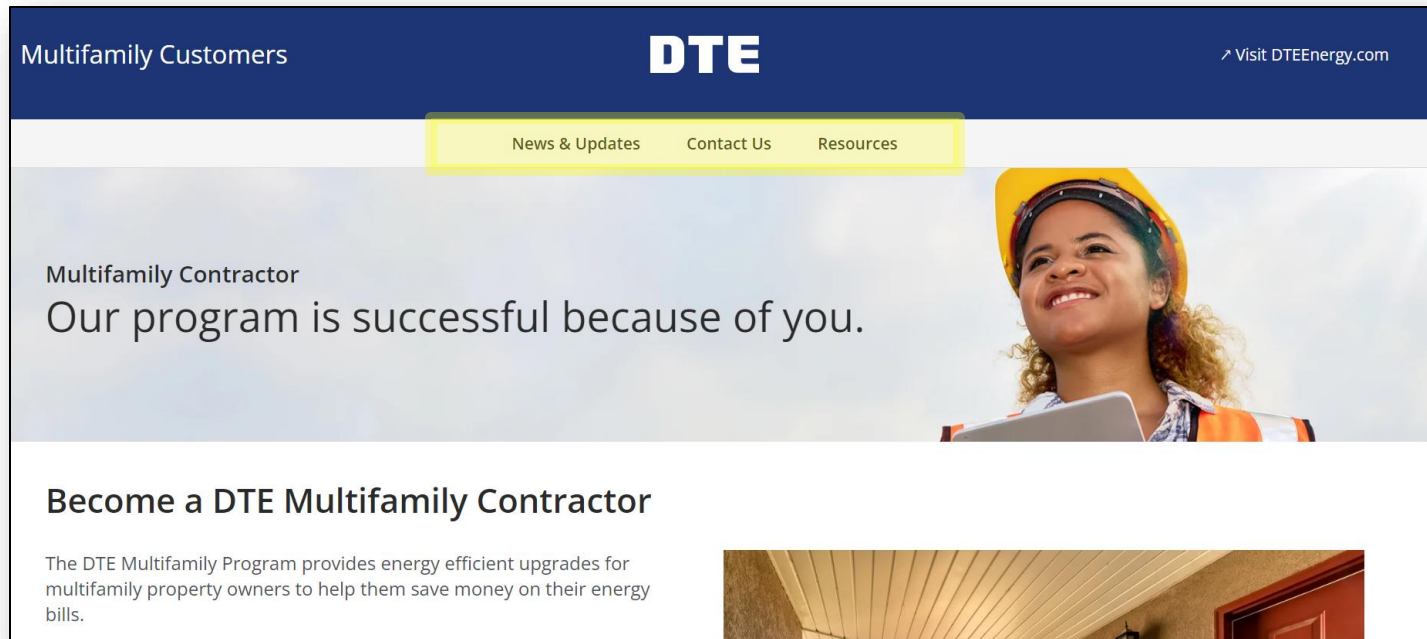
The logo for DTE Energy, featuring the letters "DTE" in a bold, dark blue, sans-serif font. To the left of the text is a stylized sunburst graphic composed of numerous thin, light blue lines radiating from a central point, forming a semi-circle.

DTE

Multifamily Contractor Website

2023 Contractor Website

Website URL: www.DTEMultifamily.com



2023 Contractor Website

Become a DTE Multifamily Contractor

The DTE Multifamily Program provides energy efficient upgrades for multifamily property owners to help them save money on their energy bills.

The program's valued contractors serve DTE Energy customers with multifamily program offerings. The program works because of your expertise and commitment to growing your business.

Through the DTE Multifamily Program you can enhance your business while helping customers within your community save money. Register today to become a contractor.

[Get Started Today](#)



2023 Contractor Website

Existing contractors

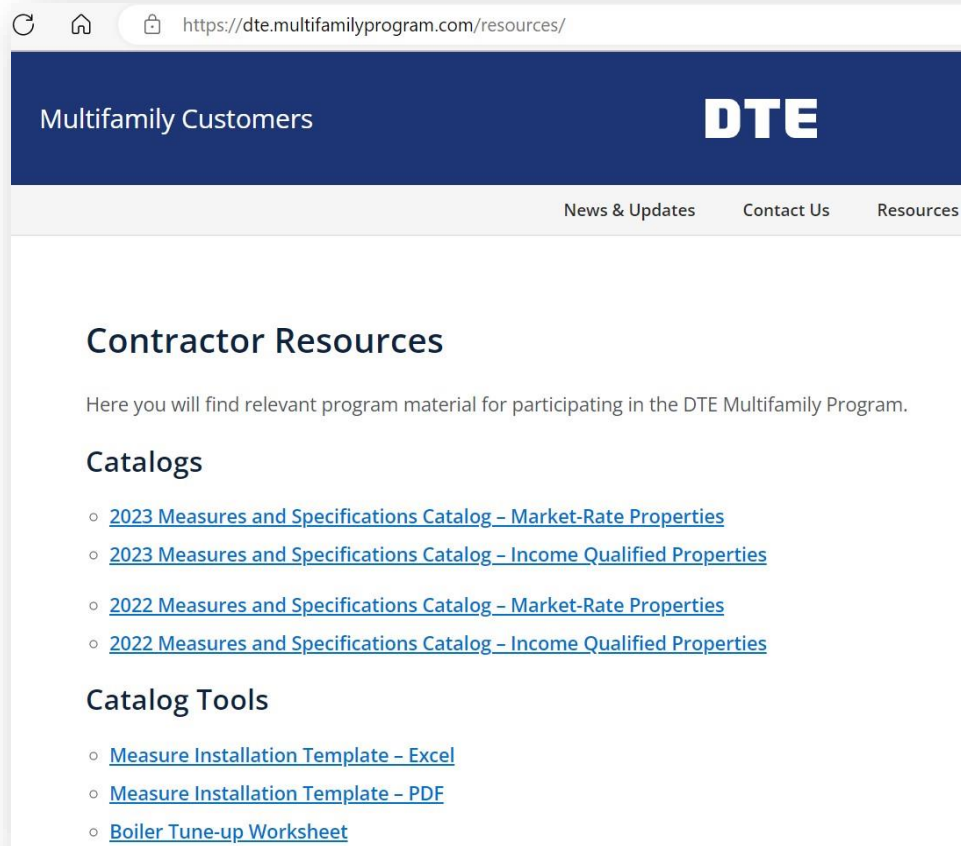
Already a contractor with the DTE Energy Multifamily Program? Stay up to date with information on current rebate offerings, marketing materials, resources, and tools.

[Contractor Log-In](#)

[Resources](#)

[News & Updates](#)

2023 Contractor Website



The screenshot shows a web browser window with the URL <https://dte.multifamilyprogram.com/resources/>. The page features a dark blue header with "Multifamily Customers" on the left and the "DTE" logo on the right. A navigation bar below the header includes "News & Updates", "Contact Us", and "Resources". The main content area is titled "Contractor Resources" and contains the following text and links:

Here you will find relevant program material for participating in the DTE Multifamily Program.

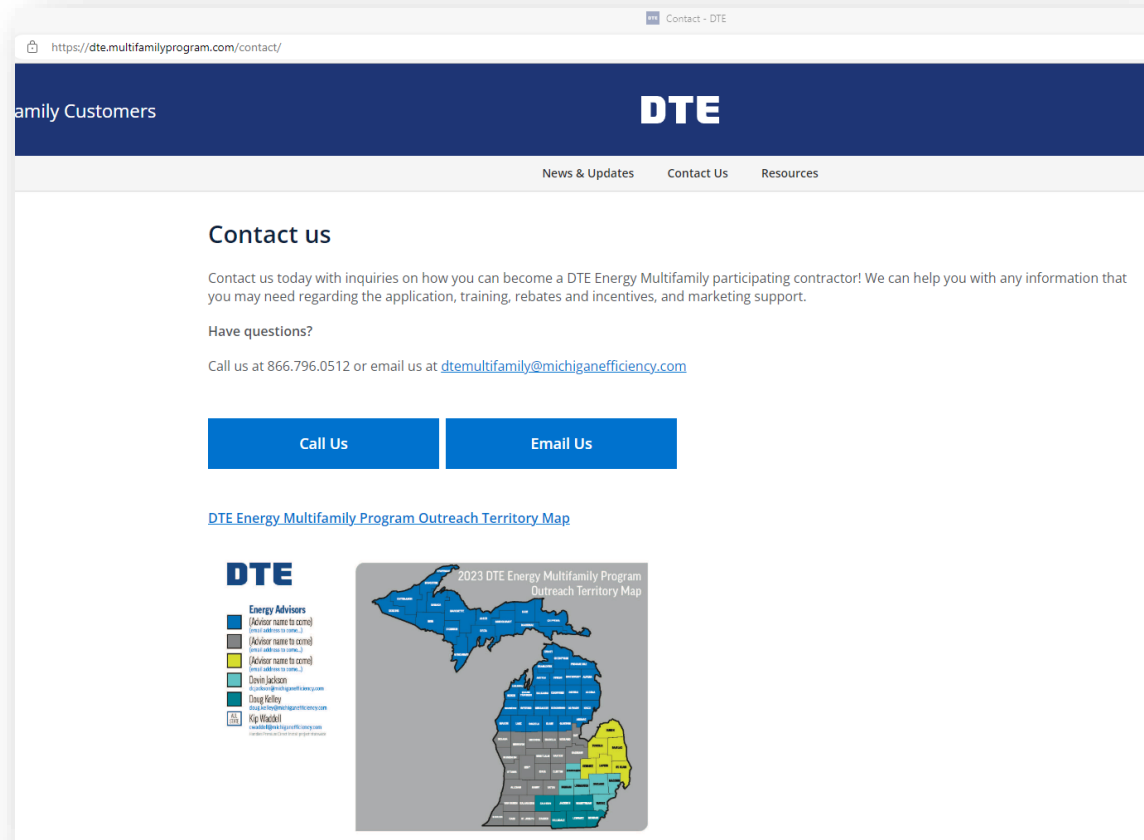
Catalogs

- [2023 Measures and Specifications Catalog – Market-Rate Properties](#)
- [2023 Measures and Specifications Catalog – Income Qualified Properties](#)
- [2022 Measures and Specifications Catalog – Market-Rate Properties](#)
- [2022 Measures and Specifications Catalog – Income Qualified Properties](#)

Catalog Tools

- [Measure Installation Template – Excel](#)
- [Measure Installation Template – PDF](#)
- [Boiler Tune-up Worksheet](#)

2023 Contractor Website



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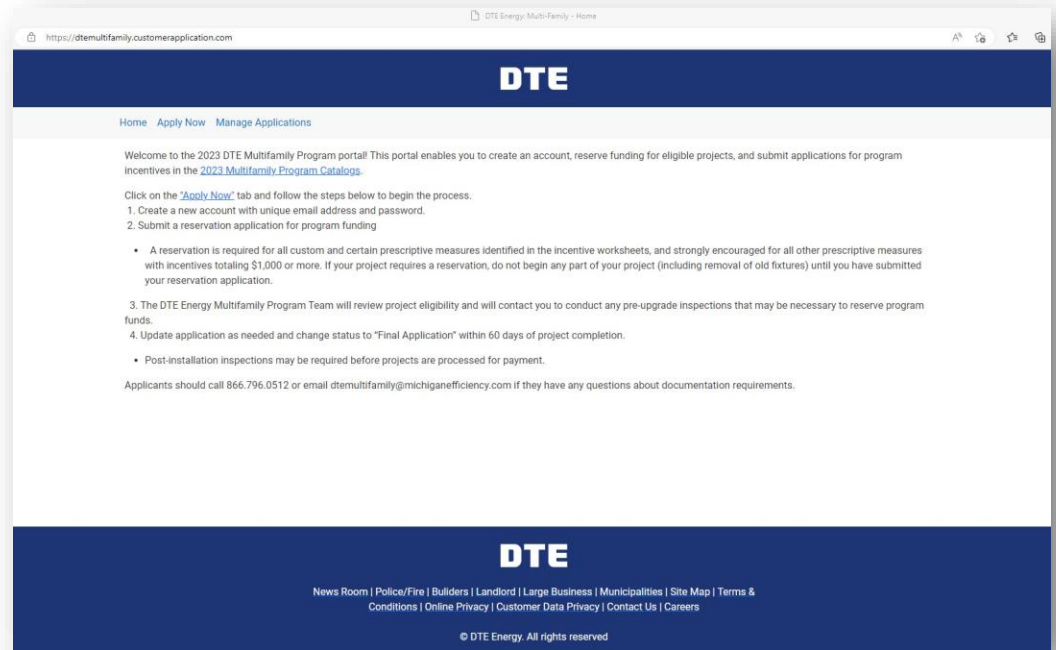
Contractor Application Submission Portal

2023 Application Submission Portal

NEW Website URL: dtemultifamily.customerapplication.com

The new portal allows you to:

- Create a new account with unique email address and password
- Submit a reservation and final application for program funding
- View and manage your applications



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DTE

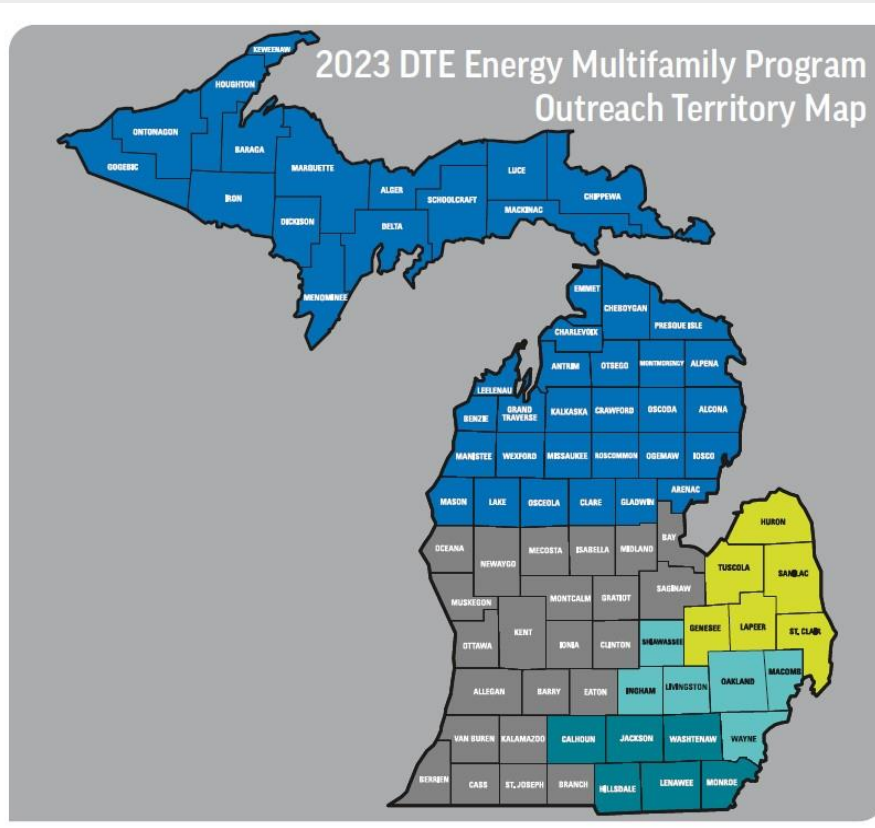
Program Outreach Team

Multifamily Outreach Team



Energy Advisors

-  (Advisor name to come)
(email address to come...)
-  (Advisor name to come)
(email address to come...)
-  (Advisor name to come)
(email address to come...)
-  Devin Jackson
dcjackson@michiganefficiency.com
-  Doug Kelley
doug.kelley@michiganefficiency.com
-  ALL STATE
Kip Waddell
kwaddell@michiganefficiency.com
Handles Premium Direct Install project statewide



DTE Program Contact Information

DTE Website and Catalog

[The DTE Energy Multifamily Program | DTE Energy](#)

Contractor Website

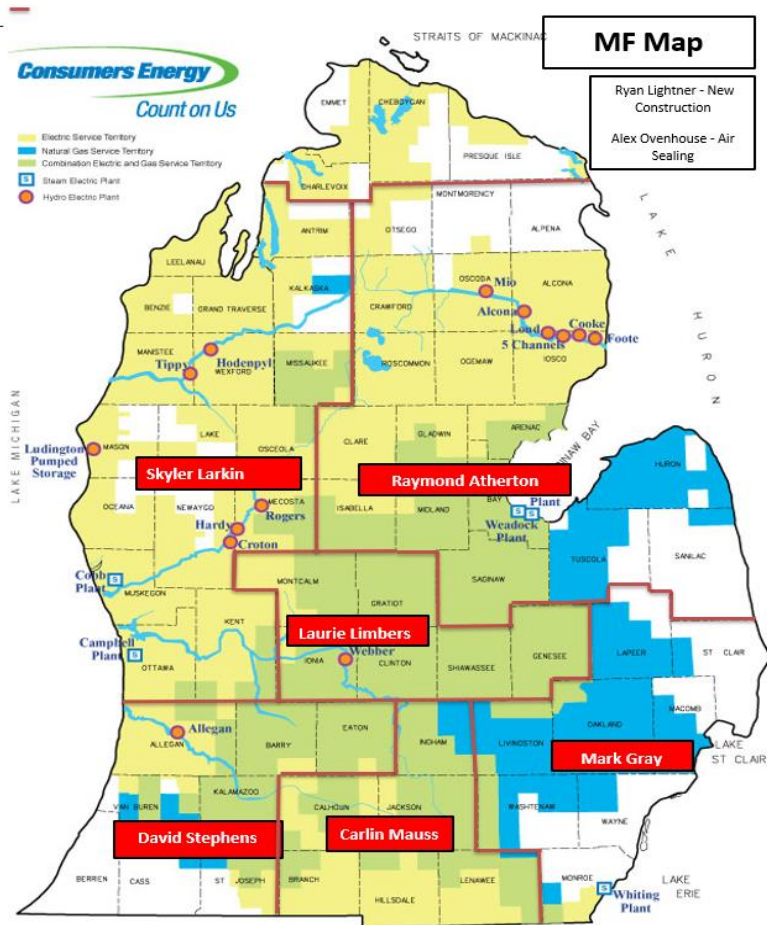
www.DTEMultifamily.com

2023 Consumers Energy Multifamily Program

Consumers Energy Multifamily

2023 Program updates and changes

- Increased incentives on Market Rate and Income Qualified electric measures
- *Increases to Occupancy sensors, bilevel controls and Air Source Heat Pumps*
- Requirement of in-unit tally sheet for prescriptive projects



Energy Advisors

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slarkin@franklinenergy.com

2023 Catalog Link

save.consumersmultifamilysavings.com/2023catalog

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Questions?



DTE

Thank You!

Contact Us

www.DTEMultifamily.com

DTEMultifamily@MichiganEfficiency.com

866.796.0512 (option 2)




Appendix: 2023 Income Qualified Incentive Changes

2023 Income-Qualified Catalog

- Packaged Terminal Heat Pump (PTHP) with new incentives of \$750/ton


HVAC Electric - In-Unit

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive
IU-E1	ENERGY STAR Room Air Conditioners <8,000 Btu hr	\$250.00	Unit		
IU-E2	ENERGY STAR Room Air Conditioners ≥8,000 Btu hr	\$350.00	Unit		
IU-E3	Packaged Terminal Heat Pump	\$750.00	Ton		
IU-E4	Packaged Terminal Air Conditioner	\$375.00	Ton		
IU-E5 	Air-Source Heat Pump (Mini-Split)	\$3,500.00	Ton		

2023 Income-Qualified Catalog

- Packaged Terminal Air Conditioner (PTAC) with new incentives of \$375/ton




HVAC Electric - In-Unit

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive
IU-E1	ENERGY STAR Room Air Conditioners <8,000 Btu hr	\$250.00	Unit		
IU-E2	ENERGY STAR Room Air Conditioners ≥8,000 Btu hr	\$350.00	Unit		
IU-E3	Packaged Terminal Heat Pump	\$750.00	Ton		
IU-E4	Packaged Terminal Air Conditioner	\$375.00	Ton		
IU-E5 	Air-Source Heat Pump (Mini-Split)	\$3,500.00	Ton		

2023 Income-Qualified Catalog

- Furnace Retrofit with new incentives of \$1,500 is now available

HVAC Gas - In-Unit

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive
IU-G1 	Furnace Retrofit	\$1,500.00	Furnace		
IU-G2 	Programmable Thermostat (Gas Heat)	\$80.00	Thermostat		
IU-G3 	Vertical Packaged HVAC Unit	\$1,200.00	Unit		



Appendix: 2023 Market- Rate Incentive Changes

2023 Market-Rate Catalog

- Steam Traps replacements incentive of \$150 with an additional bonus of \$50 are available for final applications submitted by June 1, 2023

HVAC Gas – Common Area











Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive
CA-L1	Boiler Water Reset Control Retrofit	\$0.50	Input MBH		
CA-L2	Furnace Retrofit	\$175.00	Furnace		
CA-L3	Space Heating Boiler <300 MBH input (≥92% AFUE)	\$2.00	Input MBH		
CA-L4	Space Heating Boiler <300 MBH input (≥95% AFUE)	\$5.00	Input MBH		
CA-L5	Space Heating Boiler 300-2500 MBH input (≥88% Thermal Eff.)	\$1.50	Input MBH		
CA-L6	Space Heating Boiler 300-2500 MBH input (≥90% Thermal Eff.)	\$2.00	Input MBH		
CA-L7	Space Heating Boiler >2500 MBH input (≥88% Combustion Eff.)	\$1.50	Input MBH		
CA-L8	Space Heating Boiler >2500 MBH input (≥90% Combustion Eff.)	\$2.00	Input MBH		
CA-L9	Steam Trap Repair or Replacement*	\$150.00	Trap		
CA-L10	Infrared Heaters	\$5.00	Input MBH		
CA-L11	Programmable Thermostat (Gas Heat)	\$10.00	Thermostat		

*Additional \$50 incentive available for final applications submitted June 1, 2023.

2023 Market-Rate Catalog

- Common Area Furnace Retrofit with new incentives of \$175 is now available.


HVAC Gas – Common Area

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive
CA-L1 	Boiler Water Reset Control Retrofit	\$0.50	Input MBH		
CA-L2 	Furnace Retrofit	\$175.00	Furnace		
CA-L3 	Space Heating Boiler <300 MBH input (≥92% AFUE)	\$2.00	Input MBH		
CA-L4 	Space Heating Boiler <300 MBH input (≥95% AFUE)	\$5.00	Input MBH		
CA-L5 	Space Heating Boiler 300-2500 MBH input (≥88% Thermal Eff.)	\$1.50	Input MBH		
CA-L6 	Space Heating Boiler 300-2500 MBH input (≥90% Thermal Eff.)	\$2.00	Input MBH		
CA-L7 	Space Heating Boiler >2500 MBH input (≥88% Combustion Eff.)	\$1.50	Input MBH		
CA-L8 	Space Heating Boiler >2500 MBH input (≥90% Combustion Eff.)	\$2.00	Input MBH		
CA-L9	Steam Trap Repair or Replacement*	\$150.00	Trap		
CA-L10 	Infrared Heaters	\$5.00	Input MBH		
CA-L11 	Programmable Thermostat (Gas Heat)	\$10.00	Thermostat		

2023 Market-Rate Catalog

- Air-Source Heat Pump (Mini-Split) with new incentives of \$350/ton is now available.


HVAC Electric - In-Unit

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive
IU-E1	ENERGY STAR Room Air Conditioners <8,000 Btu hr	\$10.00	Unit		
IU-E2	ENERGY STAR Room Air Conditioners ≥8,000 Btu hr	\$10.00	Unit		
IU-E3	Packaged Terminal Heat Pump	\$75.00	Ton		
IU-E4	Packaged Terminal Air Conditioner	\$40.00	Ton		
IU-E5 	Air-Source Heat Pump (Mini-Split)	\$350.00	Ton		

2023 Market-Rate Catalog

- Packaged Terminal Heat Pump (PTHP) with new incentives of \$75/ton is now available.

HVAC Electric - In-Unit

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive
IU-E1	ENERGY STAR Room Air Conditioners <8,000 Btu hr	\$10.00	Unit		
IU-E2	ENERGY STAR Room Air Conditioners ≥8,000 Btu hr	\$10.00	Unit		
IU-E3	Packaged Terminal Heat Pump	\$75.00	Ton		
IU-E4	Packaged Terminal Air Conditioner	\$40.00	Ton		
IU-E5 	Air-Source Heat Pump (Mini-Split)	\$350.00	Ton		